



Laboratory and Española-based contractor Performance Maintenance, Inc. win three Small Business Awards from U.S. Department of Energy

August 19, 2020

LOS ALAMOS, N.M., Aug. 19, 2020—Los Alamos National Laboratory and contractor Performance Maintenance, Inc. are the winners of three U.S. Department of Energy Small Business Awards for FY 2019.

The award winners include:

- HUB Zone Small Business of the Year: Performance Maintenance, Inc., Española, NM
- Facility Management Contractor Small Business Achievement of the Year: Triad National Security
- Laboratory Director of the Year: Thom Mason

"The Laboratory spent \$289 million on New Mexico small business contracts last year because we know regional collaborations are a winning proposition for us and for the local economy," said Director Thom Mason. "My hat goes off to Performance Maintenance for its spectacular sense of duty. When the company won a Laboratory contract for janitorial services and supplies, we never expected a pandemic to elevate cleaning standards to current levels. Performance Maintenance rose to the occasion and is a key reason that the Laboratory can safely conduct its mission for the country. Thanks to the Department of Energy for recognizing the Laboratory and Performance Maintenance with these Small Business Awards."

"We've thoroughly enjoyed this opportunity to contract with the Laboratory," said Eric Quintana, co-owner of Performance Maintenance, Inc. "Since getting this contract, we were able to move from leasing our warehouse to owning it. In addition, we have expanded to 160 employees. Contracting with the Laboratory takes time and patience, but it's absolutely worth it. That's what I would tell the younger business owners."

In FY 2019, which ended September 30, 2019, the Laboratory spent \$396 million in procurement contracts with New Mexico businesses. Of those, \$289 million, or 73 percent, went to contracts with New Mexico small businesses. In addition, the Laboratory significantly increased its contracts with businesses categorized as small disadvantaged, small women-owned, veteran-owned small business, and HUB Zone small business from FY 2018.

Historically Underutilized Business (HUB) Zone is a Small Business Administration (SBA) certification available to qualifying companies located in historically distressed areas.

In May of 2019, Performance Maintenance won a five-year, \$52 million contract with the Laboratory. The company was established in 1994 by Eric and Celina Quintana. It has since grown from a home-based business to an employer of 160 people. The company also produces its own line of green-certified cleaning products.

Spanning 25 categories, the DOE awards are organized by the DOE Office of Small and Disadvantaged Business Utilization (OSDBU) to recognize people, organizations, and companies who have expanded the use of small business to support the Department's initiatives. The DOE ensures the nation's security and prosperity by addressing its energy, environmental, and nuclear challenges through transformative science and technology solutions. The Department supervises 17 national laboratories, including Los Alamos.

To learn more about procurement opportunities for your business, see the [Planned and Open Procurement Opportunities webpage](#); or e-mail business@lanl.gov; or call (505) 667-4419

Quintana also recommends that small business owners subscribe to the [Community Connections enewsletter](#).

Los Alamos National Laboratory

www.lanl.gov

(505) 667-7000

Los Alamos, NM

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